

Message Text

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PAGE 01 HAMBUR 00786 281254Z

ACTION EB-08

INFO OCT-01 CIAE-00 COME-00 DODE-00 NSAE-00 ICA-20

TRSE-00 EUR-12 DOE-15 ISO-00 SOE-02 /058 W

-----065396 300541Z /17

R 281045Z JUN 78

FM AMCONSUL HAMBURG

TO SECSTATE WASHDC 4816

INFO AMEMBASSY BONN

AMCONSUL FRANKFURT

UNCLAS HAMBURG 786

EXCON

E.O. 11652: N/A

TAGS: ESTC, GW

SUBJECT: REQUEST FOR RECOMMENDATION UNDER DIB-678P

PROCEDURE: UNAWORLD CORP. SALE TO DEBEG GMBH

REF: (A) STATE 144609 (NOTAL, (B) PART 413 REFERENCE

MANUAL ON ECONOMIC DEFENSE, (C) PART 373.3 OF EXPORT

ADMINISTRATION REGULATIONS, (D) HAMBURG 752

1. DEBEG IS LARGE FIRM, CAPITAL STOCK OF DM 6 MILLION
HELD 50-50 BY AEG TELEFUNKEN AND SIEMENS AG. DEBEG
PLANS, SELLS, RENTS, MAINTAINS, AND REPAIRS NAVIGATION,
RADAR AND COMMUNICATION SYSTEMS, PRIMARILY FOR SMALL BOATS.
DEBEG STOCKS 25,000 ITEMS IN HAMBURG. THIS INVENTORY IS
VALUED AT DM 18 MILLION.

2. ACCORDING TO DIETER BLUMENTHAL, DEBEG PURCHASING
AGENT, 95 PER CENT OF DEBEG'S STOCKS ARE USED FOR MAIN-
TENANCE AND REPAIR OF EQUIPMENT WHICH DEBEG ITSELF HAS
SOLD. FIVE PERCENT ARE SOLD TO VARIOUS AGENTS AND DISTRI-
BUTORS. DEBEG HAS NO CONTROL OVER EVENTUAL
DESTINATION OF THIS FIVE PERCENT.

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3. IN VISIT TO DEBEG OFFICE, STOREHOUSE, AND REPAIR
COMPLEX, IT WAS APPARENT DEBEG HAS RELATIONSHIP WITH
DECCA RADAR LTD. INTO WHOSE RADAR SETS UNAWORLD'S
PRODUCTS ARE SAID TO BE INCORPORATED. BLUMENTHAL STATES
THAT DEBEG ACTS AS SALES AGENT FOR DECCA. WE ASSUME
SOME OF THE RADAR SETS WILL BE RE-EXPORTED.

4. AS LONG AS DEBEG ADHERES TO PROVISIONS OF 373.3(1)
AND PARTICULARLY 373.3(C)(1)(II) TO THE SATISFACTION
OF USDOC, IT MAY BE CONSIDERED ELIGIBLE AS A PARTI-
CIPANT UNDER PROVISIONS OF DIB-678P. HOWEVER,
CERTAIN PREVIOUS PROBLEMS REGARDING PRE-LICENCING
CHCKS INVOLVING AEG TELEFUNKEN, A 50 PERCENT OWNER
OF DEBEG, SHOULD BE KEPT IN MIND.
PETERS

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Message Attributes

Automatic Decaptioning: X
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ISecure: 1
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TAGS: ESTC, GE, US, UNAWORLD CORP, DEBEG GMBH
To: STATE
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